

Message Text

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64

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 CIAE-00 PM-03 INR-07 L-03 ACDA-10

NSAE-00 PA-02 PRS-01 SP-02 USIA-15 TRSE-00 SAJ-01

/064 W

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R 041728Z JUN 75

FM AMEMBASSY ROME

TO SECSTATE WASHDC 1389

INFO SECDEF WASHDC

DEPT ARMY

DEPT COMMERCE

UNCLAS ROME 7999

E.O. 11652: N/A

TAGS: ESTC, MMOL, IT

SUBJ: WAIVER OF "BUY AMERICAN ACT" FOR ITALIAN BID ON

M/60/M48 MBT

1. MISSION HAS RECEIVED SEVERAL APPROACHES FROM IRI-RELATED FIRM, OTTICO MECCANICA ITALIANA, REQUESTING SUPPORT FOR WAIVER OF "BUY AMERICAN ACT" 12 PERCENT PENALTY ON BID THEY ARE TO PRESENT IN EARLY JUNE AS OPTICAL SUBCONTRACTOR WITHIN A LARGER CHRYSLER CORPORATION BID ON PROJECT FOR UPGRADING THE M-60 MAIN BATTLE TANK.

2. IT IS MISSION'S UNDERSTANDING THAT FIRM IS TECHNOLOGICALLY CAPABLE OF PROVIDING HIGHEST QUALITY OPTICS. FIRM HAD BEEN IN FINANCIAL DIFFICULTY WHICH LED TO APPOINTMENT OF NEW ADMINISTRATION. FIRM STILL HAS EXCESS CAPACITY AND WHILE VIGOROUS NEW MANAGEMENT STATES IT WOULD PREFER TO CONTINUE CLOSE ASSOCIATION WITH US FIRMS AND CONCENTRATE ON NATO MARKETS, THEY CLAIM TO HAVE RECEIVED INQUIRIES FOR UPGRADING TANKS IN UNSPECIFIED MIDEAST COUNTRIES. FIRM'S PRESIDENT SAID HE WOULD RATHER NOT RESPOND IF HE CAN FIND WESTERN ORIENTED PROJECTS TO KEEP HIS PLANT BUSY.

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3. MISSION ASSUMES FIRM'S WASHINGTON AFFILIATE, O.M.I.

CORPORATION OF AMERICA, AND ITALIAN EMBASSY WILL BE APPROACH-
ING EUR/WE SOON WITH SIMILAR APPEAL.

4. MISSION LACKS EXPERIENCE WITH PROVISIONS OF "BUY
AMERICA ACT" AND IS THEREFORE IN NO POSITION TO COMMENT
ON MERITS OF OMI'S WAIVER ARGUMENT.

5. ACTION REQUEST: WE WOULD APPRECIATE GUIDANCE FOR
RESPONSE TO OMI. POINT PAPER LEFT BY OMI BEING
POUCHED TO EUR/WE.VOLPE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: STRATEGIC TRADE CONTROLS, CONTRACTS, PROPOSALS (BID), TANKS (COMBAT VEHICLES)
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Draft Date: 04 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
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Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
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Handling Restrictions: n/a
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06 JUL 2006

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Status: NATIVE
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TAGS: ESTC, MMOL, IT, CHRYSLER CORPORATION
To: STATE
Type: TE
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